

September 1985



Monthly Survey of LIFE INSURANCE SALES IN THE UNITED STATES AND CANADA

Comparisons with Previous Year

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	Current month	Year to date	Current month	Year to date	Current month	Year to date
UNITED STATES						
All ordinary business	137%	113%	112%	109%	101%	98%
Ordinary companies and departments	117%	114%	114%	108%	105%	100%
Combination companies and departments	167%	116%	211%	113%	98%	96%
Group	—	—	113%	107%	—	—
CANADA						
All ordinary business	108%	107%	107%	106%	100%	97%
Group	—	—	91%	103%	—	—

This survey gives ordinary sales results of a group of companies that report three measures of sales performance—face amount (volume), annualized premium and number of policies. From these data, premium per \$1,000, average size policy, and premium per policy, as well as trends in those statistics, are shown.

The definition of new sales excludes revivals, indexed increases, dividend additions, reinsurance acquired, credit insurance (coverage of obligations not exceeding 120 months' duration), and products without insurance (e.g., annuities and Canadian pension bonds). The data include mass-marketed ordinary business.

The ordinary results are based on the experience of 126 companies—and their 53 subsidiary companies—operating in the United States and 35 companies plus three subsidiaries operating in Canada. The United States contributors represent 59 percent of the 1983 United States ordinary volume and 54 percent of the ordinary policies sold. The Canadian contributors represent 75 percent of the 1983 Canadian ordinary volume sold. Since no industry data are available on total annualized new ordinary premiums, the proportion of the premium total of each country represented by these companies cannot be determined. The business of these contributors may not represent the industry proportions of participating and nonparticipating policies and of term and permanent insurance sold; therefore, statistics (such as premium per \$1,000) derived from the experience of the contributors may not represent the experience of the industry as a whole.

The survey also provides group sales volume under new or amended contracts. These results are based on the experience of 51 companies plus four subsidiaries operating in the United States and 17 companies operating in Canada. The United States contributors represent 64 percent of the 1983 United States volume of new or amended group contracts; the Canadian contributors represent 67 percent of the 1983 Canadian volume of new or amended group contracts.

The groupings of companies and departments are maintained for five year periods to allow examination of trends; currently they are based on amount of ordinary life insurance in force in the country on January 1, 1983. The in force categories and, in parentheses, the number of contributing companies or departments in each:

UNITED STATES

Ordinary companies or departments

- Group 1—\$14 billion or more (26)
- Group 2—\$7 billion to \$14 billion (18)
- Group 3—\$4 billion to \$7 billion (21)
- Group 4—\$2 billion to \$4 billion (19)
- Group 5—\$1 billion to \$2 billion (17)
- Group 6—Less than \$1 billion (16)

Combination companies or departments

- Group 7—\$25 billion or more (2)
- Group 8—\$8 billion to \$25 billion (4)
- Group 9—Less than \$8 billion (12)

CANADA

- Group 1—\$4 billion or more (15)
- Group 2—\$1 billion to \$4 billion (14)
- Group 3—Less than \$1 billion (6)

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LIMRA
INTERNATIONAL

Profit from our research.

Ordinary Sales Resu

	ANNUALIZED PREMIUM (in thousands)			FACE AMOUNT (in thousands)			NUMBER OF POLICIES		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	\$ 96,814	\$ 141,664	146%	\$ 10,852,112	\$ 14,918,409	137%	685,179	644,170	94%
February	96,362	141,567	147%	11,628,758	16,105,250	138%	777,486	733,598	94%
March	123,383	188,542	153%	14,324,756	19,285,493	135%	912,268	837,788	92%
April	109,861	163,545	149%	11,188,987	16,177,874	145%	821,202	817,389	100%
May	151,800	189,111	125%	16,989,941	17,296,111	102%	831,691	825,196	99%
June	179,454	175,461	98%	18,772,601	18,851,364	100%	811,621	792,116	98%
July	174,946	187,462	107%	17,987,841	18,114,341	101%	804,786	787,125	98%
August	136,315	168,688	124%	14,409,799	14,665,178	102%	785,177	792,169	101%
September	107,180	139,214	129%	12,619,514	12,584,311	99%	701,688	707,683	101%
October	161,183			14,146,808			887,179		
November	144,130			14,888,150			862,181		
December	109,406			12,686,183			800,028		
Year total	\$ 1,114,787			\$ 157,207,421			8,686,032		
Year to date	\$3,702,746	\$4,170,181	113%	\$365,207,931	\$396,575,788	109%	7,138,640	6,974,164	98%

108 Ordinary Companies and 9 Ordinary

Total group									
Month	\$ 313,029	\$ 367,048	117%	\$ 31,689,522	\$ 36,085,819	114%	427,995	448,694	105%
Year to date	\$2,977,389	\$3,379,831	114%	\$314,543,978	\$339,679,296	108%	4,366,210	4,360,874	100%
Group 1 - Month	\$ 192,123	\$ 215,552	112%	\$ 17,018,312	\$ 19,345,492	113%	261,110	286,896	110%
Year to date	\$1,903,662	\$2,078,703	109%	\$17,129,311	\$19,489,757	114%	2,943,116	2,892,211	100%
Group 2 - Month	\$ 58,671	\$ 71,634	122%	\$ 5,548,315	\$ 6,644,108	120%	64,235	70,837	110%
Year to date	\$ 524,884	\$ 651,941	124%	\$ 5,137,624	\$ 6,175,581	120%	660,502	688,131	104%
Group 3 - Month	\$ 31,415	\$ 45,753	146%	\$ 3,186,211	\$ 4,684,472	147%	31,349	46,131	147%
Year to date	\$ 230,636	\$ 331,931	144%	\$ 2,179,890	\$ 3,240,670	149%	217,802	306,156	140%
Group 4 - Month	\$ 18,015	\$ 24,213	134%	\$ 1,716,505	\$ 2,348,893	137%	18,308	24,981	136%
Year to date	\$ 167,908	\$ 225,989	135%	\$ 1,712,540	\$ 2,348,136	137%	168,782	229,481	136%
Group 5 - Month	\$ 8,892	\$ 12,860	145%	\$ 818,114	\$ 1,183,893	145%	7,248	11,111	153%
Year to date	\$ 67,885	\$ 95,465	141%	\$ 718,100	\$ 1,045,305	146%	58,637	77,385	132%
Group 6 - Month	\$ 2,085	\$ 2,598	125%	\$ 244,561	\$ 308,871	126%	2,114	2,712	128%
Year to date	\$ 19,144	\$ 23,461	123%	\$ 242,665	\$ 307,880	127%	19,100	23,346	122%

18 Combination Comp

Excluding weekly

Total group									
Month	\$ 81,929	\$ 87,521	107%	\$ 5,788,782	\$ 6,411,045	111%	285,764	280,157	98%
Year to date	\$ 705,151	\$ 776,292	110%	\$ 50,238,345	\$ 56,590,348	113%	2,605,228	2,502,174	96%
Group 7 - Month	\$ 40,873	\$ 42,525	104%	\$ 2,849,860	\$ 3,217,877	113%	102,511	90,702	88%
Year to date	\$ 347,378	\$ 389,696	112%	\$ 24,701,389	\$ 29,293,060	118%	930,472	851,960	92%
Group 8 - Month	\$ 25,309	\$ 27,206	107%	\$ 1,910,013	\$ 1,991,303	104%	76,293	103,386	106%
Year to date	\$ 232,623	\$ 242,472	105%	\$ 16,412,199	\$ 17,744,721	108%	897,128	904,889	101%
Group 9 - Month	\$ 15,747	\$ 17,790	113%	\$ 1,028,909	\$ 1,212,165	118%	87,960	86,069	98%
Year to date	\$ 135,150	\$ 144,124	107%	\$ 9,124,757	\$ 10,386,595	114%	777,428	745,365	96%

Weekly pre

Month	\$ 2,142	\$ 1,005	47%	\$ 41,405	\$ 27,647	67%	17,331	8,302	48%
Year to date	\$ 20,206	\$ 14,058	70%	\$ 425,608	\$ 306,144	72%	167,202	111,106	66%

STATES

ts of 126 Companies

PREMIUM PER \$1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY			
1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984	
\$10.23	\$10.29	106%	\$51,986	\$58,945	113%	\$530	\$ 636	120%	January
9.73	10.60	109	48,903	55,484	113	475	588	124	February
10.01	10.71	107	48,960	55,135	113	491	580	120	March
9.96	10.23	103	50,116	55,252	110	499	565	113	April
10.18	10.13	100	52,109	52,432	100	530	582	110	May
10.27	10.59	103	52,064	56,586	109	545	595	112	June
10.03	10.34	103	51,398	57,932	113	516	599	116	July
10.28	10.59	103	53,701	57,735	107	552	617	111	August
10.98	10.71	101	51,326	57,687	112	543	615	113	September
10.34			51,754			533			October
10.42			53,775			561			November
11.57			59,193			685			December
\$10.42			\$50,165			\$539			Year total
\$10.14	\$10.52	104%	\$51,159	\$56,864	111%	\$519	\$ 598	115%	Year to date

Departments of Combination Companies

									Total group Month Year to date
\$ 9.88	\$10.17	103%	\$74,042	\$80,424	109%	\$731	\$ 818	112%	
\$ 9.47	\$ 9.95	105%	\$72,041	\$77,892	108%	\$682	\$ 775	114%	
\$ 9.54	\$ 9.77	102%	\$71,766	\$78,295	109%	\$685	\$ 726	106%	Group 1—Month
\$ 9.37	\$ 9.51	101%	\$70,443	\$76,070	108%	\$660	\$ 724	110%	Year to date
\$10.57	\$10.98	103%	\$86,524	\$93,831	109%	\$912	\$1,011	111%	
\$ 9.74	\$10.65	109%	\$80,568	\$88,357	110%	\$784	\$ 941	120%	Group 2—Month
\$10.43	\$10.91	104%	\$71,874	\$79,206	111%	\$741	\$1,181	159%	Year to date
\$ 9.84	\$11.19	114%	\$69,436	\$78,466	113%	\$684	\$ 856	125%	Group 3—Month
\$10.50	\$11.77	112%	\$88,673	\$99,713	114%	\$781	\$1,082	139%	Year to date
\$ 9.43	\$10.90	116%	\$88,233	\$89,989	102%	\$632	\$ 482	108%	Group 4—Month
\$10.73	\$ 1.63	98%	\$65,893	\$58,199	96%	\$607	\$ 386	84%	Year to date
\$ 9.83	\$10.01	102%	\$58,447	\$58,117	99%	\$543	\$ 581	107%	Group 5—Month
\$ 9.37	\$ 9.49	101%	\$45,848	\$45,555	99%	\$382	\$ 387	101%	Year to date
\$ 9.37	\$ 9.46	101%	\$42,462	\$50,081	118%	\$150	\$ 331	124%	Group 6—Month
									Year to date

ies and Departments

remium ordinary

									Total group Month Year to date
\$14.15	\$13.65	96%	\$20,257	\$22,854	113%	\$287	\$ 312	109%	
\$14.04	\$13.72	98%	\$19,284	\$22,616	117%	\$271	\$ 310	114%	
\$14.34	\$13.26	92%	\$27,801	\$35,367	127%	\$399	\$ 469	118%	Group 7—Month
\$14.06	\$13.32	95%	\$26,547	\$34,345	129%	\$373	\$ 457	123%	Year to date
\$13.25	\$13.66	103%	\$20,044	\$19,258	96%	\$266	\$ 263	99%	Group 8—Month
\$13.96	\$13.94	101%	\$18,790	\$19,610	105%	\$248	\$ 268	108%	Year to date
\$13.80	\$14.68	106%	\$11,697	\$14,084	120%	\$179	\$ 207	116%	Group 9—Month
\$14.81	\$15.00	101%	\$10,737	\$12,867	110%	\$174	\$ 193	111%	Year to date

remium ordinary

									Month Year to date
\$51.73	\$36.35	70%	\$ 2,389	\$ 3,330	139%	\$124	\$ 121	98%	
\$47.48	\$45.92	97%	\$ 2,545	\$ 2,755	108%	\$121	\$ 127	105%	

U.S. Variable Life Sales

VL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	1984	1985	1984	1985	1984	1985
January						
February						
March						
April						
May						
June						
July						
August						
September	2					
October	8					
November	1					
December						
Year total						
Year to date	17					

Number of Contributors Reporting . . .

	THIS MONTH	LAST MONTH
Variable Life Sales	10	10
Universal Life Sales	98	98

VL POLICY CHARACTERISTICS

	PREMIUM PER \$1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985 1984	1984	1985	1985 1984	1984	1985	1985 1984
January	\$11.40	\$11.40	100%	\$1,706	\$1,706	100%	\$1,886	\$1,886	100%
February	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
March	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
April	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
May	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
June	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
July	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
August	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
September	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
October	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
November	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
December	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
Year total	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
Year to date	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%

U.S. Universal Life Sales

UL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

INTEREST RATES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES		INTEREST RATES	
	1984	1985	1984	1985	1984	1985	THIS MONTH	LAST MONTH
January	11.37	11.37	100%	100%	100%	100%	100%	100%
February	11.37	11.37	100%	100%	100%	100%	100%	100%
March	11.37	11.37	100%	100%	100%	100%	100%	100%
April	11.37	11.37	100%	100%	100%	100%	100%	100%
May	11.37	11.37	100%	100%	100%	100%	100%	100%
June	11.37	11.37	100%	100%	100%	100%	100%	100%
July	11.37	11.37	100%	100%	100%	100%	100%	100%
August	11.37	11.37	100%	100%	100%	100%	100%	100%
September	11.37	11.37	100%	100%	100%	100%	100%	100%
October	11.37	11.37	100%	100%	100%	100%	100%	100%
November	11.37	11.37	100%	100%	100%	100%	100%	100%
December	11.37	11.37	100%	100%	100%	100%	100%	100%
Year total	11.37	11.37	100%	100%	100%	100%	100%	100%
Year to date	11.37	11.37	100%	100%	100%	100%	100%	100%

UL POLICY CHARACTERISTICS

	PREMIUM PER \$1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985 1984	1984	1985	1985 1984	1984	1985	1985 1984
January	\$11.37	\$11.37	100%	\$1,706	\$1,706	100%	\$1,886	\$1,886	100%
February	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
March	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
April	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
May	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
June	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
July	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
August	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
September	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
October	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
November	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
December	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
Year total	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%
Year to date	11.37	11.37	100%	1,706	1,706	100%	1,886	1,886	100%

CANADA

Ordinary Sales Results of 35 Companies

	ANNUALIZED PREMIUM (in thousands)			FACE AMOUNT (in thousands)			NUMBER OF POLICIES		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	\$ 1,151.7	\$ 1,118.1	100%	\$ 1,427,500	\$ 1,375,000	100%	108,140	102,434	105.7%
February	1,088.9	1,070.0	101%	1,310,000	1,285,000	102%	95,171	92,000	103.4%
March	1,000.0	980.0	102%	1,200,000	1,180,000	102%	85,000	82,000	103.7%
April	900.0	880.0	102%	1,100,000	1,080,000	102%	75,000	72,000	104.2%
May	800.0	780.0	103%	1,000,000	980,000	103%	65,000	62,000	104.8%
June	700.0	680.0	103%	900,000	880,000	102%	55,000	52,000	105.8%
July	600.0	580.0	103%	800,000	780,000	103%	45,000	42,000	107.1%
August	500.0	480.0	104%	700,000	680,000	103%	35,000	32,000	109.4%
September	400.0	380.0	105%	600,000	580,000	103%	25,000	22,000	113.6%
October	300.0	280.0	107%	500,000	480,000	104%	15,000	12,000	125.0%
November	200.0	180.0	111%	400,000	380,000	105%	10,000	8,000	125.0%
December	100.0	90.0	111%	200,000	180,000	111%	5,000	4,000	125.0%
Year total	\$42,100.0	\$41,400.0	102%	\$50,000,000	\$48,000,000	104%	4,000,000	3,800,000	105.3%
Year to date	\$294,694	\$314,332	103%	\$41,111,000	\$43,111,000	103%	689,700	672,461	102.7%
Group 1 - Month	\$ 25,000	\$ 24,000	104%	\$ 30,000,000	\$ 29,000,000	103%	2,500,000	2,400,000	104.2%
Year to date	\$1,250,000	\$1,240,000	101%	\$1,500,000,000	\$1,480,000,000	101%	125,000,000	124,000,000	101.6%
Group 2 - Month	\$ 15,000	\$ 14,500	103%	\$ 18,000,000	\$ 17,500,000	103%	1,500,000	1,450,000	103.4%
Year to date	\$750,000	\$725,000	103%	\$90,000,000	\$87,500,000	103%	7,500,000	7,250,000	103.4%
Group 3 - Month	\$ 5,000	\$ 4,900	102%	\$ 6,000,000	\$ 5,900,000	102%	500,000	490,000	102.0%
Year to date	\$250,000	\$245,000	102%	\$3,000,000	\$2,950,000	102%	2,500,000	2,450,000	102.0%

	PREMIUM PER \$1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	\$ 1.15	\$ 1.11	100%	\$1,427.50	\$1,375.00	100%	\$1,427.50	\$1,375.00	100%
February	1.09	1.07	101%	1,310.00	1,285.00	102%	1,310.00	1,285.00	102%
March	1.00	0.98	102%	1,200.00	1,180.00	102%	1,200.00	1,180.00	102%
April	0.90	0.88	102%	1,100.00	1,080.00	102%	1,100.00	1,080.00	102%
May	0.80	0.78	103%	1,000.00	980.00	103%	1,000.00	980.00	103%
June	0.70	0.68	103%	900.00	880.00	102%	900.00	880.00	102%
July	0.60	0.58	103%	800.00	780.00	103%	800.00	780.00	103%
August	0.50	0.48	104%	700.00	680.00	103%	700.00	680.00	103%
September	0.40	0.38	105%	600.00	580.00	103%	600.00	580.00	103%
October	0.30	0.28	107%	500.00	480.00	104%	500.00	480.00	104%
November	0.20	0.18	111%	400.00	380.00	105%	400.00	380.00	105%
December	0.10	0.09	111%	200.00	180.00	111%	200.00	180.00	111%
Year total	\$ 1.15	\$ 1.11	100%	\$1,427.50	\$1,375.00	100%	\$1,427.50	\$1,375.00	100%
Year to date	\$ 7.17	\$ 7.16	100%	\$59,647	\$65,219	109%	\$428	\$468	109%
Group 1 - Month	\$ 2.50	\$ 2.40	104%	\$30,000,000	\$29,000,000	103%	\$417	\$411	101%
Year to date	\$1,250,000	\$1,240,000	101%	\$1,500,000,000	\$1,480,000,000	101%	\$417	\$411	101%
Group 2 - Month	\$ 1.50	\$ 1.45	103%	\$18,000,000	\$17,500,000	103%	\$489	\$444	110%
Year to date	\$750,000	\$725,000	103%	\$90,000,000	\$87,500,000	103%	\$489	\$444	110%
Group 3 - Month	\$ 0.50	\$ 0.49	102%	\$6,000,000	\$5,900,000	102%	\$442	\$411	107%
Year to date	\$250,000	\$245,000	102%	\$3,000,000	\$2,950,000	102%	\$442	\$411	107%

Canadian Universal Life Sales

UL AS A PERCENT OF CONTRIBUTORS' ORDINARY SALES

	ANNUALIZED PREMIUM		FACE AMOUNT		NUMBER OF POLICIES	
	1984	1985	1984	1985	1984	1985
January	10%	16%	5%	13%	4%	10%
February	6	14	6	11	4	8
March	6	14	5	11	3	8
April	6	16	6	12	4	9
May	7	16	6	12	4	9
June	7	17	7	14	4	10
July	6	14	6	11	4	10
August	8	16	8	13	6	10
September	11	2%	9	17	6	9
October	11		10		7	
November	11		9		8	
December	11		11		11	
Year total	7%		5%		6%	
Year to date	1%	13%	6%	12%	5%	9%

Number of Contributors Reporting . . .

	THIS MONTH	LAST MONTH
Universal Life Sales	12	12

UL POLICY CHARACTERISTICS

	PREMIUM PER \$1,000			AVERAGE SIZE POLICY			PREMIUM PER POLICY		
	1984	1985	1985/1984	1984	1985	1985/1984	1984	1985	1985/1984
January	\$ 186	\$200	108%	\$15,393	\$20,181	119%	\$575	\$750	130%
February	81	91	112%	81,974	86,631	106%	606	751	124%
March	91	107	118%	94,653	121,625	129%	650	771	119%
April	110	126	115%	78,765	85,669	109%	590	788	134%
May	110	126	115%	81,386	92,176	114%	617	806	130%
June	110	126	115%	81,314	90,290	111%	670	803	120%
July	110	126	115%	81,151	89,403	109%	687	711	103%
August	110	126	115%	78,963	92,893	118%	643	760	118%
September	110	126	115%	78,344	84,118	106%	709	718	101%
October	110	126	115%	77,977			640		
November	110	126	115%	74,080			671		
December	110	126	115%	81,117			759		
Year total	\$111	\$126	114%	\$81,081	\$89,181	110%	\$698	\$764	110%
Year to date	\$111	\$126	114%	\$81,081	\$89,181	110%	\$698	\$764	110%

Group Sales Results

United States Face Amount (in millions) for 51 Companies

	1984	1985	1985/1984
January	\$1,138	\$1,138	100%
February	1,138	1,138	100%
March	1,138	1,138	100%
April	1,138	1,138	100%
May	1,138	1,138	100%
June	1,138	1,138	100%
July	1,138	1,138	100%
August	1,138	1,138	100%
September	1,138	1,138	100%
October	1,138	1,138	100%
November	1,138	1,138	100%
December	1,138	1,138	100%
Year total	\$11,380	\$11,380	100%
Year to date	\$11,380	\$11,380	100%

Canada Face Amount (in thousands) for 17 Companies

	1984	1985	1985/1984
January	\$1,138	\$1,138	100%
February	1,138	1,138	100%
March	1,138	1,138	100%
April	1,138	1,138	100%
May	1,138	1,138	100%
June	1,138	1,138	100%
July	1,138	1,138	100%
August	1,138	1,138	100%
September	1,138	1,138	100%
October	1,138	1,138	100%
November	1,138	1,138	100%
December	1,138	1,138	100%
Year total	\$11,380	\$11,380	100%
Year to date	\$11,380	\$11,380	100%